

**GROWERS' QUESTIONNAIRE**  
**FROZEN CONCENTRATED ORANGE JUICE FROM BRAZIL**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than December 13, 2004**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning frozen concentrated orange juice from Brazil (inv. No. 731-TA-326 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_

World Wide Web address \_\_\_\_\_

Has your firm grown oranges for the production of frozen concentrated orange juice for manufacturing (as defined in the instruction booklet) since January 1, 1999?

☐

**NO**

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

**YES**

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( )  
\_\_\_\_\_  
*Phone*

( )  
\_\_\_\_\_  
*Fax*

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours \_\_\_\_\_ dollars

- I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

---



---



---

- I-3. Do you support or oppose continuation of the antidumping duty order currently in place for frozen concentrated orange juice for manufacturing (FCOJM) from Brazil? Please explain.

☐ Support    ☐ Oppose    ☐ Take no position

---



---

- I-4. Is your firm owned, in whole or in part, by any other firm?

☐ No    ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL QUESTIONS--Continued**

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing FCOJM from Brazil into the United States or which are engaged in exporting FCOJM from Brazil to the United States?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
Subject FCOJM from Brazil:		
_____	_____	_____
_____	_____	_____
Nonsubject FCOJM from Brazil:		
_____	_____	_____
_____	_____	_____

- I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing nonsubject FCOJM from Brazil or from countries **other than** Brazil into the United States, or which are engaged in exporting nonsubject FCOJM from Brazil or from countries **other than** Brazil to the United States?

☐ No ☐ Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the growing of oranges for the production of FCOJM?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-8. Does your firm have any related firms, either domestic or foreign, which are engaged in the processing of oranges for the production of FCOJM?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL QUESTIONS--Continued**

- I-9. In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for oranges used in the production of FCOJM?

☐ No

☐ Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

---

---

**PART II.--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Megan Spellacy (202-205-3190; [megan.spellacy@usitc.gov](mailto:megan.spellacy@usitc.gov)). **Supply all data requested on a crop-year basis (December 1 through November 30).**

- II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No. E-mail address

- II-2. Has your firm experienced any grove or plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of labor shortages or equipment failure; curtailment of production because of shortages of materials, diseases, or weather or other natural elements; or any other change in the character of your operations or organization relating to the growing of oranges for the production of FCOJM since May 28, 1999 (the date on which the antidumping duty order under review became effective)?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes.

---

---

- II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the growing of oranges for the production of FCOJM in the future?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to grow oranges for the production of FCOJM (in 90-pound boxes) for crop years 2004/05 and 2005/06.**

---

---

**PART II.--TRADE AND RELATED INFORMATION--Continued**

- II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the growing of oranges for the production of FCOJM in the future if the antidumping duty order on FCOJM from Brazil were to be revoked?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

- II-5. Has your firm since 1999 (the year the antidumping duty order under review became effective) grown, or does your firm anticipate growing in the future, other products on the same land or with the same equipment and machinery used in the growing of oranges for the production of FCOJM?

☐ No

☐ Yes--List the following information.

Basis for allocation of acreage data (e.g., sales): \_\_\_\_\_

Products grown on same land or equipment and share of total production in 2003/04 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>Oranges for FCOJM</u>	_____	_____	_____
_____	_____	_____	_____

Please report the capacity and production for your firm's orange groves as follows:

<b>(Quantity in 1,000 90-pound boxes)</b>						
<b>Item</b>	<b>1998/99</b>	<b>1999/2000</b>	<b>2000/01</b>	<b>2001/02</b>	<b>2002/03</b>	<b>2003/04</b>
<b>Acreage harvested (acres)</b>						
<b>Yield (boxes per acre)</b>						
<b>Amounts harvested: (quantity)</b>						
Oranges for FCOJM						
All other oranges						
Total harvested						

- II-6. Please describe the constraint(s) that set the limit(s) on your growing capabilities.

---



---

**PART II.--TRADE AND RELATED INFORMATION--Continued**

- II-7. Does your firm grow other products using the same production and related workers employed to grow oranges for the production of FCOJM?

☐ No ☐ Yes--List the following information.

Basis for allocation of employment data (e.g., sales): \_\_\_\_\_

Products grown using the same workers and share of total production in 2003/04 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>Oranges for FCOJM</u>	_____	_____	_____
_____	_____	_____	_____

- II-8. Is your firm able to switch production between oranges for the production of FCOJM and other products in response to a relative change in the price of FCOJM vis-a-vis the price of other products, using the same equipment and labor?

☐ No ☐ Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from oranges for the production of FCOJM.

\_\_\_\_\_  
\_\_\_\_\_

- II-9. Please describe any contracts or other legal relationships (e.g., cooperatives and participation plans) your firm may have with extractor/processors of FCOJM, including names, dates, and terms.

\_\_\_\_\_  
\_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-10. Report your firm's acreage, harvesting, shipments, inventories, and employment related to the growing of oranges for the production of FCOJM in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<b>(Quantity in 1,000 90-pound boxes, value in \$1,000)</b>						
<b>Item</b>	<b>Crop years</b>					
	<b>1998/99</b>	<b>1999/2000</b>	<b>2000/01</b>	<b>2001/02</b>	<b>2002/03</b>	<b>2003/04</b>
<b>Acreage harvested</b> ( <i>acres</i> )						
<b>Yield</b> ( <i>boxes per acre</i> )						
<b>Amounts harvested</b> ( <i>quantity</i> )						
<b>BEGIN.-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )						
<b>U.S. SHIPMENTS:</b>						
<b>Cash market:</b>						
<i>Quantity</i>						
<i>Value</i>						
<b>Internal consumption:</b>						
<i>Quantity</i>						
<i>Value</i> <sup>1</sup>						
<b>Cooperative sales:</b>						
<i>Quantity</i>						
<i>Value</i> <sup>1</sup>						
<b>Full-participation plan sales:</b>						
<i>Quantity</i>						
<i>Value</i> <sup>1</sup>						
<b>Partial-participation plan sales:</b>						
<i>Quantity</i>						
<i>Value</i> <sup>1</sup>						
<b>EXPORT SHIPMENTS:</b> <sup>2</sup>						
<i>Quantity</i>						
<i>Value</i>						
<b>END-OF-PERIOD INVENTORIES</b> <sup>4</sup> ( <i>quantity</i> )						
<b>AVERAGE NUMBER OF PRWs</b>						
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )						
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )						
<sup>1</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis: _____						
<sup>3</sup> Identify your principal export markets: _____						
<sup>4</sup> <u>Reconciliation of data.</u> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

**PART II.--TRADE AND RELATED INFORMATION--Continued**

- II-11. a) If you reported transfers to related firms in question II-10, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

---



---

- b) If you reported internal consumption in question II-10, please describe the products that the oranges are processed into.

---



---

- II-12. a) Please estimate the number of acres of round orange trees of specified ages and production (in thousand 90 lb. boxes), as of January of each year.

<i>(Quantity in 1,000 90 lb. boxes)</i>						
Item	1998/99	1999/ 2000	2000/01	2001/02	2002/03	2003/04
<b>1-4 years old:</b> Acres						
Production ( <i>quantity</i> )						
<b>5-9 years old:</b> Acres						
Production ( <i>quantity</i> )						
<b>10 - 14 years old:</b> Acres						
Production ( <i>quantity</i> )						
<b>15 - 24 years old:</b> Acres						
Production ( <i>quantity</i> )						
<b>25 years or older:</b> Acres						
Production ( <i>quantity</i> )						
<b>TOTAL:</b> Acres						
Production ( <i>quantity</i> )						

- b) Is the tree composition optimal for maximum production in crop year 2004/05? If no, please explain why.

---



---



**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-13. Do you grow oranges for the production of FCOJM in leased groves? If yes, please indicate the grove owner, acreage, and harvest for crop years (December 1 through November 30).

<b>Quantity (in thousand 90 lb. boxes)</b>						
<b>Item</b>	<b>1998/99</b>	<b>1999/00</b>	<b>2000/01</b>	<b>2001/02</b>	<b>2002/03</b>	<b>2003/04</b>
<b>Owner:</b> _____						
Acres						
Harvested ( <i>quantity</i> )						
<b>Owner:</b> _____						
Acres						
Harvested ( <i>quantity</i> )						
<b>Owner:</b> _____						
Acres						
Harvested ( <i>quantity</i> )						

II-14. Please report the source and value of the following services that were performed by/for your firm for the production of FCOJM in crop year 2003/04.

<b>Value (thousands of dollars)</b>					
<b>Item</b>	<b>Yourself</b>	<b>Cooperative</b>	<b>Processor</b>	<b>Corporation</b>	<b>Intermediate Handler ( i.e. bird dog)</b>
Grove-care services					
Maintenance					
Harvest					
Other <sup>1</sup>					
<sup>1</sup> Please describe.-- _____					

II-15. Since January 1, 1999, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the growing of oranges for the production of FCOJM?

☐ No ☐ Yes--Name firm(s): \_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-16. Since May 28, 1999, has your firm imported FCOJM?

☐ No ☐ Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS'**  
**QUESTIONNAIRE**

II-17. Describe the significance of the existing antidumping duty order covering imports of FCOJM from Brazil in terms of its effect on your firm's harvesting capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

---

---

---

II-18. Would your firm anticipate any changes in its harvesting capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the growing of oranges for the production of frozen concentrated orange juice in the future if the antidumping duty order on FCOJM from Brazil were to be revoked?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

---

---

---

---

**PART III.--FINANCIAL INFORMATION**

Address questions on this part of the questionnaire to John Ascienzo (202-205-3175 or [john.ascienzo@usitc.gov](mailto:john.ascienzo@usitc.gov)).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: \_\_\_\_\_  
 Name and title \_\_\_\_\_  
 Phone No. \_\_\_\_\_ Fax No. \_\_\_\_\_  
 E-mail address \_\_\_\_\_ Company web address \_\_\_\_\_

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? \_\_\_\_\_
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: \_\_\_\_\_
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes \_\_\_ No \_\_\_
3. Accounting basis: GAAP \_\_\_ cash \_\_\_ tax \_\_\_ other comprehensive (specify) \_\_\_\_\_

*Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes oranges for FCOJM, as well as those statements and worksheets used to compile data for your firm's questionnaire response.*

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

III-5. Other products.--Please list any other products you grew on the same land on which you grew oranges for the production of FCOJM, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

**PART III.--FINANCIAL INFORMATION--Continued**

III-6. Operations on oranges for FCOJM--Report the revenue and related cost information requested below on the growing operations of your U.S. establishment(s) for oranges used in the production of FCOJM.<sup>1</sup> Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your six most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact John Ascienzo at 202-205-3175 before completing this section of the questionnaire.

(Quantity in 1,000 90-pound boxes, value in \$1,000)						
Item	_____	_____	_____	_____	_____	_____
<b>Proceeds from deliveries/sales<sup>2</sup></b>						
Quantity						
Value						
<b>Growing and operating expenses:</b>						
Hired labor						
Pick and haul						
Replanting and pruning weather-damaged groves						
Planting on new land						
Fertilizers, lime, and chemicals						
Materials and supplies						
Repairs and maintenance						
Gasoline, oil, and fuel						
Water and electricity						
Selling and marketing expenses						
Shipping expenses						
Officer/partner salaries						
Office expenses, including non-officer/non-partner salaries						
Depreciation/amortization						
All other operating expenses <sup>3</sup>						
Total growing and operating expenses						
<b>Operating income or (loss)</b>						
<b>Other income and expenses:</b>						
Interest expense						
All other expenses <sup>4</sup>						
<b>Net income or (loss) before income taxes</b>						
<b>Net gain (loss) on futures transactions<sup>5</sup></b>						
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. growing operations. <sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. <sup>3</sup> Include all other growing and operating expenses not specifically listed above, such as professional fees, dues, entertainment, custom work, etc. <sup>4</sup> Include all non-operating income and expense items (except interest expense), such as interest income, asset sale gain/(loss), etc. <sup>5</sup> Provide details on a separate sheet.						

**PART III.--FINANCIAL INFORMATION--Continued**

III-7. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on oranges for the production of FCOJM. Provide data for your six most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)						
Item	FY ____	FY ____	FY ____	FY ____	FY ____	FY ____
<b>Capital expenditures</b>						
<b>Research and development expenditures</b>						